planfin

	PLAN 1992	PLAN 1994	PLAN 1995	PLAN BASE 1996	1995-1996	1992R	1995R	1996R	1996F
Net Selling Price:									
FM	$60.367	$73.686	$79.454	$85.222	$5.768	$60.367	$79.45	$85.22	
BG	$51.784	$67.018	$73.747	$80.476	$6.729	$51.784	$73.75	$80.48	
SG	$36.989	$52.220	$58.950	$65.680	$6.730	$36.989	$58.95	$65.68	
BW	$21.348	$30.019	$33.758	$37.497	$3.739	$21.038	$24.57	$24.95	
OPV	$46.231	$57.264	$61.870	$66.476	$4.606	$46.231	$61.87	$66.48	
Var Cost*	$17.538	$20.704	$21.070	$21.451	$0.381	$17.538	$21.07	$21.45	
w/o fet	$7.538	$8.704	$9.070	$9.451	$0.381	$7.538	$9.07	$9.45	
Margin:									
FM	$42.829	$52.982	$58.384	$63.771	$5.387	$42.829	$58.38	$63.77	
BG	$34.246	$46.314	$52.677	$59.025	$6.348	$34.246	$52.68	$59.02	
SG	$19.451	$31.516	$37.880	$44.229	$6.349	$19.451	$37.88	$44.23	
BW	$3.810	$9.315	$12.688	$16.046	$3.358	$3.500	$3.50	$3.50	
OPV	$28.693	$36.560	$40.800	$45.025	$4.225	$28.693	$40.80	$45.02	

* with shipping

20438570 48

Source: https://www.industrydocuments.ucsf.edu/docs/jpgn0004

1995 MARGINAL CONTRIBUTION:

	PV	BW	SG	BG	OPV	FM	TOT MC	VAR VS LYR PLAN	IFO	IFO VAR VS LYR PLAN	IFO CAGR FR 1991 $4,788.2
MC/000		$3.50	$37.88	$52.68	$40.80	$58.38					
IB											
Vol	53.7	20.9	15.8	16.8	0.2	155.3	209.0	(17.0)			
$ mil	$1,564.8	$73.1	$598.5	$885.0	$8.2	$9,067.0	$10,631.8	($1,817.3)	$5,995.9	($1,817.3)	5.78%
							$50.87	($4.21)			
IID											
Vol	77.6	40.6	17.2	19.6	0.2	143.4	221.0	(5.0)			
$ mil	$1,834.3	$142.1	$651.5	$1,032.5	$8.2	$8,372.9	$10,206.5	($2,242.6)	$5,570.6	($2,242.6)	3.86%
							$46.18	($8.90)			
IIIB											
Vol	53.7	20.9	15.8	16.8	0.2	167.3	221.0	(5.0)			
$ mil	$1,564.8	$73.1	$598.5	$885.0	$8.2	$9,767.6	$11,332.4	($1,116.7)	$6,696.5	($1,116.7)	8.75%
							$51.28	($3.81)			
VIC											
Vol	67.7	36.7	14.9	15.9	0.2	148.8	216.5	(9.5)			
$ mil	$1,538.6	$128.5	$564.4	$837.6	$8.2	$8,687.5	$10,226.1	($2,223.0)	$5,590.2	($6,858.8)	3.95%
							$47.23	($7.85)			

1990 1995 5 YR PLAN X Military (1995):

Volume	226.0
MC (X LIFO)	$12,449.1
MC/000	$55.08
MARKETING EXP	$3,076.4
OTHER SGA, LIFO, MILITARY	$1,559.5
IFO	$7,813.2

20438570 49

Source: https://www.industrydocuments.ucsf.edu/docs/jpgn0004

1996 MARGINAL CONTRIBUTION:

	PV	BW	SG	BG	OPV	FM	TOT MC	1995-1996 % CHANGE	E.T LIFO 6% GR SGA $4,914.0	CAGR FR 1991 $4,788.2
MC/000	---	$3.50	$44.23	$59.02	$45.02	$63.77	---	---		
IB										
Vol	54.5	22.0	16.5	15.8	0.2	151.9	208.4	-1.24%		
$ mil	$1,748.4	$77.0	$729.8	$932.6	$9.0	$9,686.7	$11,435.1	7.56%	$6,521.1	6.37%
MC/000							$55.40	8.91%		
IID										
Vol	82.8	44.9	18.4	19.3	0.2	138.2	221.0	0.00%		
$ mil	$2,119.1	$157.2	$813.8	$1,139.2	$9.0	$8,813.1	$10,932.2	7.11%	$6,018.2	4.68%
MC/000							$49.47	7.11%		
IIIB										
Vol	54.5	22.0	16.5	15.8	0.2	166.5	221.0	0.00%		
$ mil	$1,748.4	$77.0	$729.8	$932.6	$9.0	$10,617.8	$12,366.2	9.12%	$7,452.1	9.21%
MC/000							$55.96	9.12%		
VIC										
Vol	70.2	39.6	15.7	14.7	0.2	145.1	215.3	-0.55%		
$ mil	$1,709.7	$138.6	$694.4	$867.7	$9.0	$9,253.1	$10,962.8	7.20%	$6,048.7	4.19%
MC/000							$50.92	7.80%		

1990-1995 5 YR PLAN X Military (1995):

Volume	226.0
MC (X LIFO)	$12,449.1
MC/000	$55.08

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Source: https://www.industrydocuments.ucsf.edu/docs/jpgn0004

1992 MARGINAL CONTRIBUTION:

	PV	BW	SG	BG	OPV	EM	TOT	VAR VS LYR PLAN	IFO	CAGR FR 90 $4,206.1
MC/000	---	$3.50	$19.45	$34.25	$28.69	$42.83	---	---	---	
IB										
Vol	45.1	14.7	11.5	18.5	0.3	173.2	218.3	(5.7)		
$ mil	$918.8	$51.6	$223.7	$634.9	$8.6	$7,417.9	$8,336.7	($489.7)	$4,298.5	2.30%
							$38.19	($1.21)		
IID										
Vol	52.7	21.0	11.7	19.7	0.3	168.3	221.0	(3.0)		
$ mil	$984.3	$73.5	$227.6	$674.6	$8.6	$7,208.0	$8,192.4	($634.1)	$4,154.1	1.14%
							$37.07	($2.33)		
IIIB										
Vol	45.1	14.7	11.5	18.5	0.3	175.9	221.0	(3.0)		
$ mil	$918.8	$51.6	$223.7	$634.9	$8.6	$7,533.5	$8,452.3	($374.1)	$4,414.1	4.95%
							$38.25	($1.15)		
VIC										
Vol	49.7	19.4	11.0	19.0	0.3	170.8	220.5	(3.5)		
$ mil	$941.1	$67.9	$214.0	$650.7	$8.6	$7,315.1	$8,256.3	($570.2)	$4,218.0	0.28%
							$37.44	($1.96)		

1990 1995 5 YR PLAN X Military (1992):

Volume	224.0
MC (X LIFO)	$8,826.4
MC/000	$39.40
MARKETING EXP	$2,340.9
OTHER SGA, LIFO, MILITARY	$1,697.3
IFO	$4,788.2

20438570S1

Source: https://www.industrydocuments.ucsf.edu/docs/jpgn0004

planfin

	PLAN 1992	PLAN 1994	PLAN 1995	PLAN BASE 1996	1995-1996	1992R	1995R	1996R	1996E
Net Selling Price:									
FM	$60.367	$73.686	$79.454	$85.222	$5.768	$60.367	$79.45	$85.22	
BG	$51.784	$67.018	$73.747	$80.476	$6.729	$51.784	$73.75	$80.48	
SG	$36.989	$52.220	$58.950	$65.680	$6.730	$36.989	$58.95	$65.68	
BW	$21.348	$30.019	$33.758	$37.497	$3.739	$21.038	$24.57	$24.95	
OPV	$46.231	$57.264	$61.870	$66.476	$4.606	$46.231	$61.87	$66.48	
Var Cost*	$17.538	$20.704	$21.070	$21.451	$0.381	$17.538	$21.07	$21.45	
w/o fet	$7.538	$8.704	$9.070	$9.451	$0.381	$7.538	$9.07	$9.45	
Margin:									
FM	$42.829	$52.982	$58.384	$63.771	$5.387	$42.829	$58.38	$63.77	
BG	$34.246	$46.314	$52.677	$59.025	$6.348	$34.246	$52.68	$59.02	
SG	$19.451	$31.516	$37.880	$44.229	$6.349	$19.451	$37.88	$44.23	
BW	$3.810	$9.315	$12.688	$16.046	$3.358	$3.500	$3.50	$3.50	
OPV	$28.693	$36.560	$40.800	$45.025	$4.225	$28.693	$40.80	$45.02	

* with shipping

2043837052

Source: https://www.industrydocuments.ucsf.edu/docs/jpgn0004

1995 MARGINAL CONTRIBUTION:

	PV	BW	SG	BG	OPV	EM	TOT MC	VAR VS LYR PLAN	IFO	IFO VAR VS LYR PLAN	IFO CAGR FR 1991 $4,789.2
MC/000		$3.50	$37.88	$52.68	$40.80	$58.38					
IB											
Vol	53.7	20.9	15.8	16.8	0.2	155.3	209.0	(17.0)			
$ mil	$1,564.8	$73.1	$598.5	$885.0	$8.2	$9,067.0	$10,631.8	($1,817.3)	$5,995.9	($1,817.3)	5.78%
							$50.87	($4.21)			
IID											
Vol	77.6	40.6	17.2	19.6	0.2	143.4	221.0	(5.0)			
$ mil	$1,834.3	$142.1	$651.5	$1,032.5	$8.2	$8,372.3	$10,206.5	($2,242.6)	$5,570.6	($2,242.6)	3.86%
							$46.18	($8.90)			
IIIB											
Vol	53.7	20.9	15.8	16.8	0.2	167.3	221.0	(5.0)			
$ mil	$1,564.8	$73.1	$598.5	$885.0	$8.2	$9,767.6	$11,332.4	($1,116.7)	$6,696.5	($1,116.7)	8.75%
							$51.28	($3.81)			
VIC											
Vol	67.7	36.7	14.9	15.9	0.2	148.8	216.5	(9.5)			
$ mil	$1,538.6	$128.5	$564.4	$837.6	$8.2	$8,687.5	$10,226.1	($2,223.0)	$5,590.2	($6,858.8)	3.95%
							$47.23	($7.85)			

1990-1995 5 YR PLAN X Military (1995):

Volume	226.0
MC (X LIFO)	$12,449.1
MC/000	$55.08
MARKETING EXP	$3,076.4
OTHER SGA, LIFO, MILITARY	$1,559.5
IFO	$7,813.2

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Source: https://www.industrydocuments.ucsf.edu/docs/jpgn0004

Source: https://www.industrydocuments.ucsf.edu/docs/jpgn0004

1996 MARGINAL CONTRIBUTION:

	PV	BW	SG	BG	OPV	EM	TOT MC	1995-1996 % CHANGE	LCT LIFO 6% GR SGA $4,914.0	CAGE FR 1991 $4,789.2
MC/000	---	$3.50	$44.23	$59.02	$45.02	$63.77	---	---	---	---
IB										
Vol	54.5	22.0	16.5	15.8	0.2	151.9	206.4	-1.24%		
$ mil	$1,748.4	$77.0	$729.8	$932.6	$9.0	$9,686.7	$11,435.1	7.56%	$6,521.1	6.37%
MC/000							$55.40	8.91%		
IID										
Vol	92.8	44.9	18.4	19.3	0.2	138.2	221.0	0.00%		
$ mil	$2,119.1	$157.2	$813.8	$1,139.2	$9.0	$8,813.1	$10,932.2	7.11%	$6,018.2	4.68%
MC/000							$49.47	7.11%		
IIIB										
Vol	54.5	22.0	16.5	15.8	0.2	166.5	221.0	0.00%		
$ mil	$1,748.4	$77.0	$729.8	$932.6	$9.0	$10,617.8	$12,366.2	9.12%	$7,452.1	9.25%
MC/000							$55.96	9.12%		
VIC										
Vol	70.2	39.6	15.7	14.7	0.2	145.1	215.3	-0.55%		
$ mil	$1,709.7	$138.6	$694.4	$867.7	$9.0	$9,253.1	$10,962.8	7.20%	$6,048.7	4.79%
MC/000							$50.92	7.80%		

1990-1995 5 YR PLAN X Military (1995):

Volume	226.0
MC (X LIFO)	$12,449.1
MC/000	$55.08

IFO

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1992 MARGINAL CONTRIBUTION:

	PV	BW	SG	BG	OPV	FM	TOT	VAR VS LYR PLAN	IFO	CAGR FR 90 $4,206.1
MC/000	---	$3.50	$19.45	$34.25	$28.69	$42.83	---	---	---	---
1B										
Vol	45.1	14.7	11.5	18.5	0.3	173.2	218.3	(5.7)		
$ mil	$918.8	$51.6	$223.7	$634.9	$8.6	$7,417.9	$8,336.7	($489.7)	$4,298.5	2.20%
							$38.19	($1.21)		
IID										
Vol	52.7	21.0	11.7	19.7	0.3	168.3	221.0	(3.0)		
$ mil	$984.3	$73.5	$227.6	$674.6	$8.6	$7,208.0	$8,192.4	($634.1)	$4,104.1	-1.24%
							$37.07	($2.33)		
IIIB										
Vol	45.1	14.7	11.5	18.5	0.3	176.9	221.0	(3.0)		
$ mil	$918.8	$51.6	$223.7	$634.9	$8.6	$7,533.5	$8,452.3	($374.1)	$4,414.1	4.95%
							$38.25	($1.15)		
VIC										
Vol	49.7	19.4	11.0	19.0	0.3	170.8	220.5	(3.5)		
$ mil	$941.1	$67.9	$214.0	$650.7	$8.6	$7,315.1	$8,256.3	($570.2)	$4,218.0	0.28%
							$37.44	($1.96)		

1990 1995 5 YR PLAN X Military (1992):

Volume	224.0
MC (X LIFO)	$8,826.4
MC/000	$39.40
MARKETING EXP	$2,340.9
OTHER SGA, LIFO, MILITARY	$1,697.3
IFO	$4,788.2

2043857055

Source: https://www.industrydocuments.ucsf.edu/docs/jpgn0004

planfin

	PLAN 1992	PLAN 1994	PLAN 1995	PLAN BASE 1996	1995-1996	1992R	1995R	1996R	1996F
Net Selling Price:									
FM	$60.367	$73.686	$79.454	$85.222	$5.768	$60.367	$79.45	$85.22	
BG	$51.784	$67.018	$73.747	$80.476	$6.729	$51.784	$73.75	$80.48	
SG	$36.989	$52.220	$58.950	$65.680	$6.730	$36.989	$58.95	$65.68	
BW	$21.348	$30.019	$33.758	$37.497	$3.739	$21.038	$24.57	$24.95	
OPV	$46.231	$57.264	$61.870	$66.476	$4.606	$46.231	$61.87	$66.48	
Var Cost*	$17.538	$20.704	$21.070	$21.451	$0.381	$17.538	$21.07	$21.45	
w/o fet	$7.538	$8.704	$9.070	$9.451	$0.381	$7.538	$9.07	$9.45	
Margin:									
FM	$42.829	$52.982	$58.384	$63.771	$5.387	$42.829	$58.38	$63.77	
BG	$34.246	$46.314	$52.677	$59.025	$6.348	$34.246	$52.68	$59.02	
SG	$19.451	$31.516	$37.880	$44.229	$6.349	$19.451	$37.88	$44.23	
BW	$3.810	$9.315	$12.688	$16.046	$3.358	$3.500	$3.50	$3.50	
OPV	$28.693	$36.560	$40.800	$45.025	$4.225	$28.693	$40.80	$45.02	

* with shipping

2043857056

Source: https://www.industrydocuments.ucsf.edu/docs/jpgn0004

1995 MARGINAL CONTRIBUTION:

	PV	BW	SG	BG	OPV	FM	TOT MC	VAR VS LYR PLAN	IFO	VAR VS LYR PLAN	IFO AGE FR 1991 $4,788.2
MC/000	---	$3.50	$37.88	$52.68	$40.80	$58.38	---				
IB											
Vol	53.7	20.9	15.8	16.8	0.2	155.3	209.0	(17.0)			
$ mil	$1,564.8	$73.1	$598.5	$885.0	$8.2	$9,067.0	$10,631.8	($1,817.3)	$5,995.9	($1,817.3)	5.78%
							$50.87	($4.21)			
IID											
Vol	77.6	40.6	17.2	19.6	0.2	143.4	221.0	(5.0)			
$ mil	$1,834.3	$142.1	$651.5	$1,032.5	$8.2	$8,372.3	$10,206.5	($2,242.6)	$5,570.6	($2,242.6)	3.86%
							$46.18	($8.90)			
IIIB											
Vol	53.7	20.9	15.8	16.8	0.2	167.3	221.0	(5.0)			
$ mil	$1,564.8	$73.1	$598.5	$885.0	$8.2	$9,767.6	$11,332.4	($1,116.7)	$6,696.5	($1,116.7)	8.75%
							$51.28	($3.81)			
VIC											
Vol	67.7	36.7	14.9	15.9	0.2	148.8	216.5	(9.5)			
$ mil	$1,538.6	$128.5	$564.4	$837.6	$8.2	$8,687.5	$10,226.1	($2,223.0)	$5,590.2	($6,858.8)	3.95%
							$47.23	($7.85)			

1990-1995 5 YR PLAN X Military (1995):

Volume	226.0
MC (X LIFO)	$12,449.1
MC/000	$55.08
MARKETING EXP	$3,076.4
OTHER SGA, LIFO, MILITARY	$1,559.5
IFO	$7,813.2

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Source: https://www.industrydocuments.ucsf.edu/docs/jpgn0004

Source: https://www.industrydocuments.ucsf.edu/docs/jpgn0004

1996 MARGINAL CONTRIBUTION:

	PV	BW	SG	BG	OPV	FM	TOT MC	1995-1996 % CHANGE	LIFO 6% GR SGA $4,914.0	CAGR FR 1991 $4,788.2
MC/000	---	$3.50	$44.23	$59.02	$45.02	$63.77	---	---	---	---
IB										
Vol	54.5	22.0	16.5	15.8	0.2	151.9	206.4	-1.24%		
$ mil	$1,748.4	$77.0	$729.8	$932.6	$9.0	$9,686.7	$11,435.1	7.56%	$6,521.1	6.37%
MC/000							$55.40	8.91%		
IID										
Vol	82.8	44.9	18.4	19.3	0.2	138.2	221.0	0.00%		
$ mil	$2,119.1	$157.2	$813.8	$1,139.2	$9.0	$8,813.1	$10,932.2	7.11%	$6,018.2	4.68%
MC/000							$49.47	7.11%		
IIIB										
Vol	54.5	22.0	16.5	15.8	0.2	166.5	221.0	0.00%		
$ mil	$1,748.4	$77.0	$729.8	$932.6	$9.0	$10,617.8	$12,366.2	9.12%	$7,452.1	9.25%
MC/000							$55.96	9.12%		
VIC										
Vol	70.2	39.6	15.7	14.7	0.2	145.1	215.3	-0.55%		
$ mil	$1,709.7	$138.6	$694.4	$867.7	$9.0	$9,253.1	$10,962.8	7.20%	$6,048.7	4.99%
MC/000							$50.92	7.80%		

1990-1995 5 YR PLAN X Military (1995):

Volume	226.0
MC (X LIFO)	$12,449.1
MC/000	$55.08

20438570S8

1992 MARGINAL CONTRIBUTION:

	PV	BW	SG	BG	OPV	FM	TOT	VAR VS LYR PLAN	IFO	CAGR FR 90 $4,206.1
MC/000	---	$3.50	$19.45	$34.25	$28.69	$42.83	---	---	--	
IB										
Vol	45.1	14.7	11.5	18.5	0.3	173.2	218.3	(5.7)		
$ mil	$918.8	$51.6	$223.7	$634.9	$8.6	$7,417.9	$8,336.7	($489.7)	$4,298.5	2.30%
							$38.19	($1.21)		
IID										
Vol	52.7	21.0	11.7	19.7	0.3	168.3	221.0	(3.0)		
$ mil	$984.3	$73.5	$227.6	$674.6	$8.6	$7,208.0	$8,192.4	($634.1)	$4,154.1	-1.24%
							$37.07	($2.33)		
IIIB										
Vol	45.1	14.7	11.5	18.5	0.3	175.9	221.0	(3.0)		
$ mil	$918.8	$51.6	$223.7	$634.9	$8.6	$7,533.5	$8,452.3	($374.1)	$4,414.1	4.95%
							$38.25	($1.15)		
VIC										
Vol	49.7	19.4	11.0	19.0	0.3	170.8	220.5	(3.5)		
$ mil	$941.1	$67.9	$214.0	$650.7	$8.6	$7,315.1	$8,256.3	($570.2)	$4,218.0	-0.28%
							$37.44	($1.96)		

1990-1995 5 YR PLAN X Military (1992):

Volume	224.0
MC (X LIFO)	$8,826.4
MC/000	$39.40
MARKETING EXP	$2,340.9
OTHER SGA, LIFO, MILITARY	$1,697.3
IFO	$4,788.2

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Source: https://www.industrydocuments.ucsf.edu/docs/jpgn0004